

MLS STATISTICS for August 2015

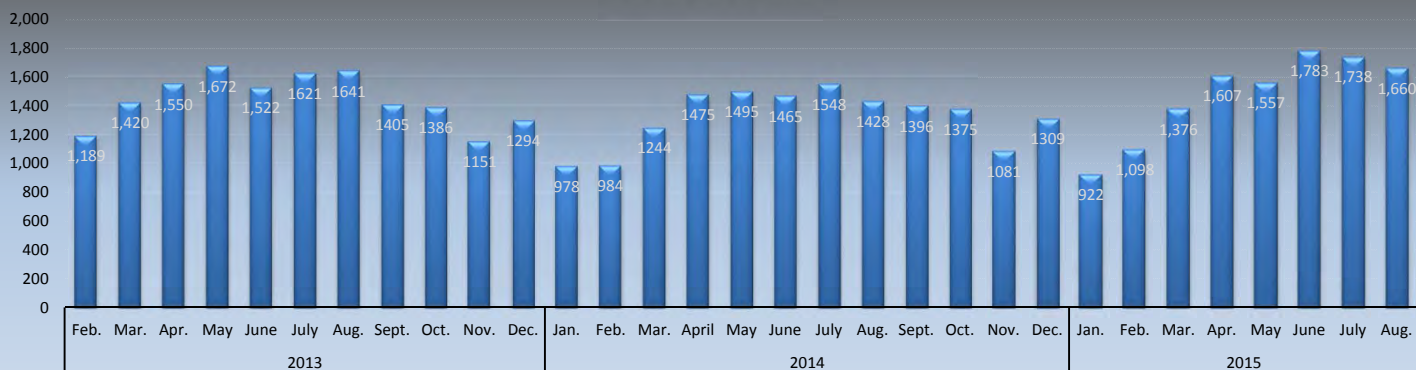
Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,086		2,489	-16.2%		2,147		-2.8%
Active Listing Inventory †	2,976		3,105	-4.2%		3,497		-14.9%
Active Short Sale (included above)	119		120	-0.8%		187		-36.4%
Pending Short Lender Approval	236		238	-0.8%		378		-37.6%
Pending Sales This Month	1,372		1,430	-4.1%		1,135		20.9%
Number of REO Sales	58	3.5%	81	-28.4%	4.7%	76	5.3%	-23.7%
Number of Short Sales	72	4.3%	77	-6.5%	4.4%	91	6.4%	-20.9%
Equity Sales**	1,530	92.2%	1,580	-3.2%	90.9%	1,261	88.3%	21.3%
Total Number of Closed Escrows	1,660	100%	1,738	-4.5%	100%	1,428	100.0%	16.2%
Months Inventory	1.8 Months		1.8 Months	0.0%		2.4 Months		-25.0%
Dollar Value of Closed Escrows	\$532,222,948		\$557,499,452	-4.5%		\$431,397,067		23.4%
Median	\$290,000		\$292,000	-0.7%		\$270,000		7.4%
Mean	\$320,616		\$320,771	0.0%		\$301,465		6.4%
Year-to-Date Statistics	1/01/15 to 8/31/15		1/01/15 to 8/31/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2014		
Number of Closed Escrows	11,681		11,997			10,617		10.0%
Dollar Value of Closed Escrows	\$3,688,366,056		\$3,758,398,605			\$3,116,804,602		18.3%
Median	\$285,000		\$285,000			\$265,000		7.5%
Mean	\$315,757.73		\$313,278			\$292,661		7.9%

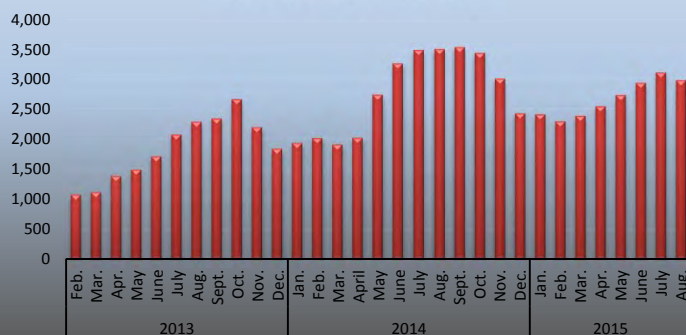
Sales Volume



Median Sales Price



Inventory Volume



† Includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

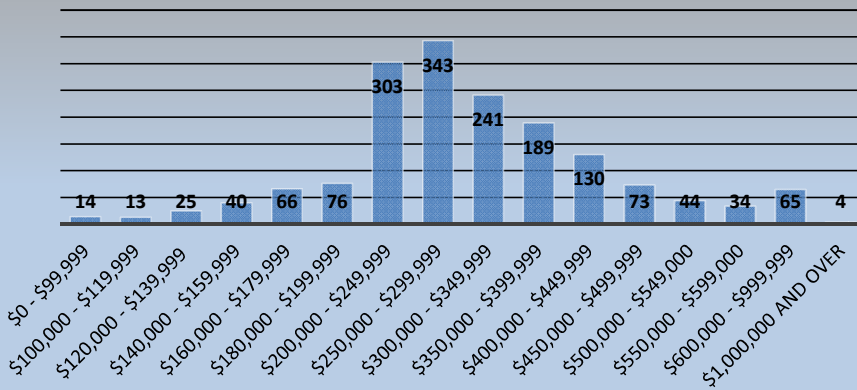
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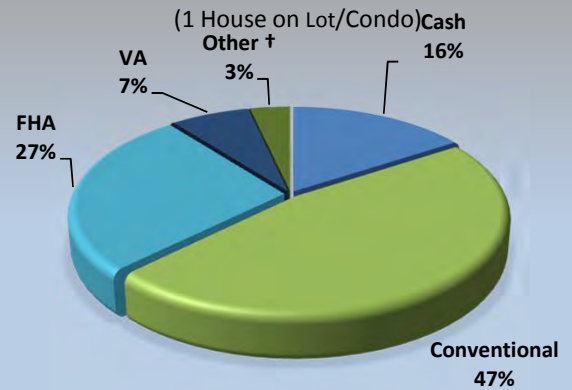
BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

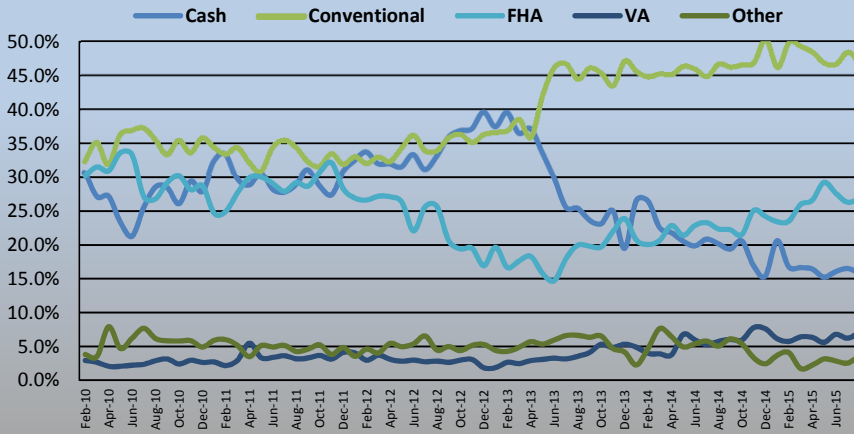
1 House on Lot Total: 1,660



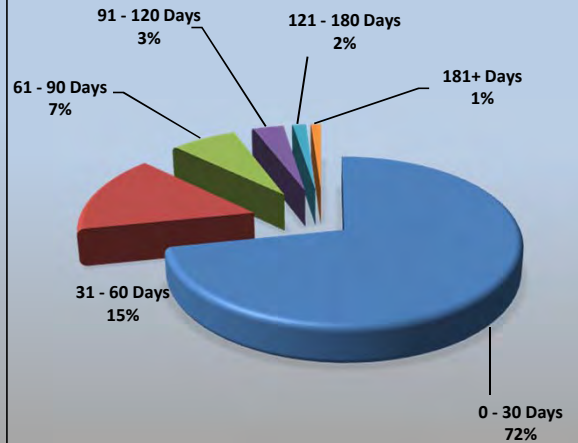
TYPE OF FINANCING



Types of Financing Historical (% of Sales)



DAYS ON MARKET (1 House on Lot/Condo)



Type of Financing (Single Family Home only) Financing Method	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	% of Total				
					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	263	15.8%	287	16.5%	0 - 30	1,191	71.7%	73.9%	64.9%
Conventional	777	46.8%	842	48.4%	31 - 60	255	15.4%	14.3%	17.1%
FHA	445	26.8%	457	26.3%	61 - 90	117	7.0%	5.1%	8.1%
VA	116	7.0%	108	6.2%	91 - 120	55	3.3%	3.0%	4.7%
Other †	59	3.6%	44	2.5%	121 - 180	24	1.4%	2.4%	3.6%
Total	1,660	100.0%	1,738	100.0%	181+	18	1.1%	1.4%	1.6%
					Total	1,660	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

Median DOM: 13
Average DOM: 28
Average Price/Square Foot: \$188.0

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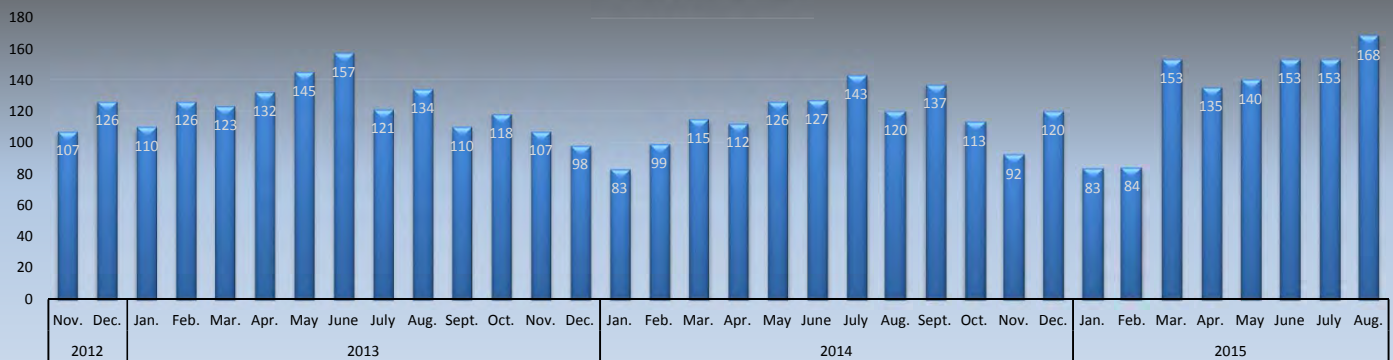
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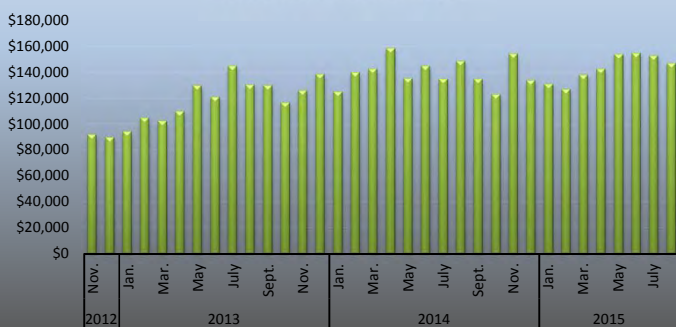
CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	181		183	-1.1%		187		-3.2%
Active Listing Inventory †	234		250	-6.4%		378		-38.1%
Active Short Sale (included above)	15		16	-6.3%		21		-28.6%
Pending Short Lender Approval	24		28	-14.3%		36		-33.3%
Pending Sales This Month	116		120	-3.3%		87		33.3%
Number of REO Sales	11	6.5%	6	83.3%	3.9%	7	5.8%	57.1%
Number of Short Sales	6	3.6%	11	-45.5%	7.2%	8	6.7%	-25.0%
Equity Sales	151	89.9%	136	11.0%	88.9%	105	87.5%	43.8%
Total Number of Closed Escrows	168	100%	153	9.8%	100%	120	100.0%	40.0%
Months Inventory	1.4 Months		1.6 Months	-12.5%		3.2 Months		-56.3%
Dollar Value of Closed Escrows	\$28,021,281		\$26,722,170	4.9%		\$19,253,699		45.5%
Median	\$147,000		\$153,000	-3.9%		\$148,750		-1.2%
Mean	\$166,793		\$174,655	-4.5%		\$160,447		4.0%
Year-to-Date Statistics	01/1/15 to 8/31/15		01/1/15 to 8/31/15			1/1/2014		Change
	SAR monthly data, compiled		MetroList YTD data			8/31/2014		
Number of Closed Escrows	1,056		1,091			925		14.2%
Dollar Value of Closed Escrows	\$180,396,221		\$183,223,478			\$136,535,769		32.1%
Median	\$140,000		\$146,000			\$137,000		2.2%
Mean	\$170,830		\$167,941			\$165,478		3.2%

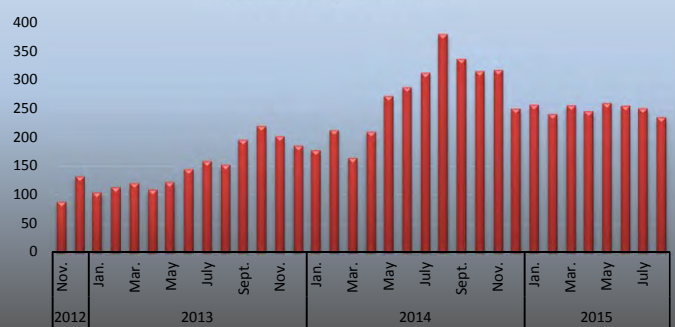
Sales Volume



Median Sales Price



Inventory Volume



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

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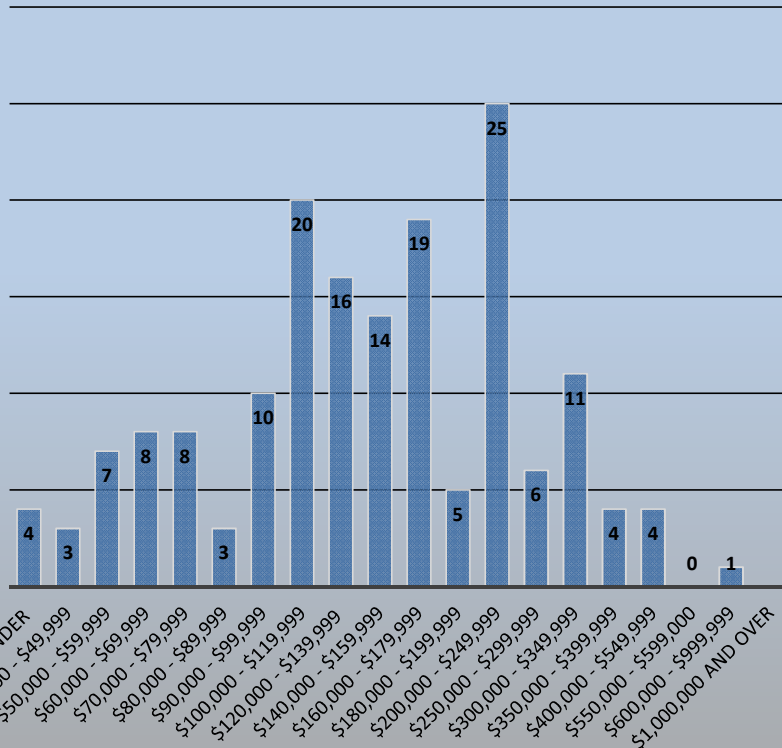
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BREAKDOWN OF SALES BY PRICE

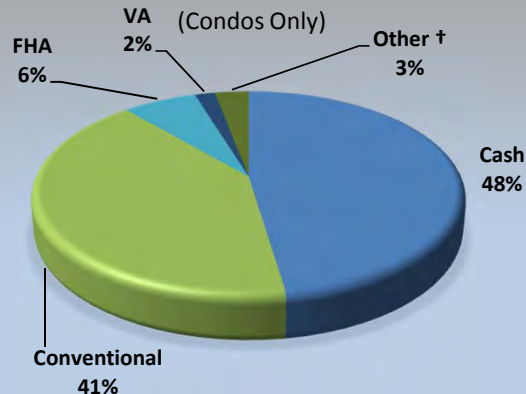
Type of Financing/Days on Market

Condos

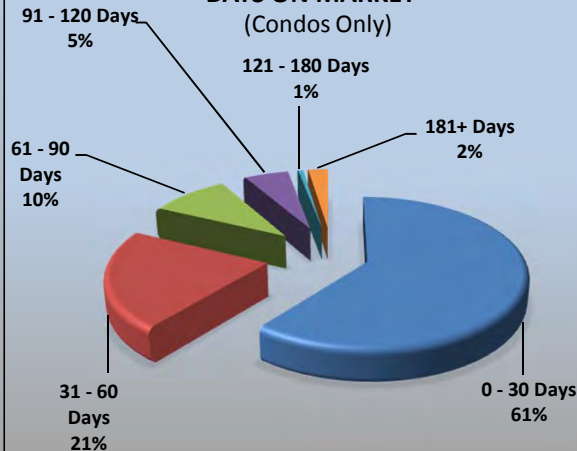
Total: 168



TYPE OF FINANCING



DAYS ON MARKET (Condos Only)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market	# of Units	% of Total		
(Condo Only) Financing Method							Current Month	Last 4 Months	Last 12 Months
Cash	80	47.6%	55	35.9%	0 - 30	102	60.7%	64.3%	59.8%
Conventional	69	41.1%	72	47.1%	31 - 60	36	21.4%	20.7%	21.4%
FHA	11	6.5%	17	11.1%	61 - 90	16	9.5%	7.3%	8.7%
VA	3	1.8%	4	2.6%	91 - 120	9	5.4%	3.9%	4.8%
Other †	5	3.0%	5	3.3%	121 - 180	1	0.6%	1.8%	3.5%
Total	168	100.0%	153	100.0%	181+	4	2.4%	2.0%	1.9%
					Total	168	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financin

Average DOM: 36

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